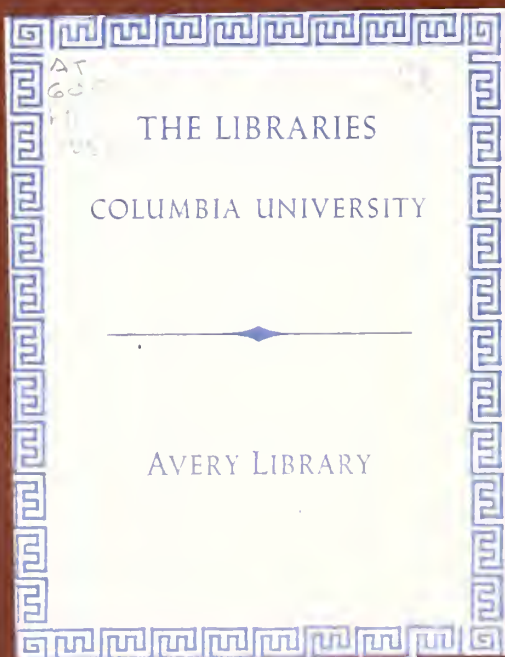


The book cover features a highly decorative border. At the top, a scroll-like element contains the text 'THE' and 'BY'. The central part of the cover is dominated by the title 'STRUCTURAL DECORATION' in a large, stylized, blackletter font. Below the title, there is a detailed illustration of an architectural scene, possibly a window or a doorway, with a checkered pattern on the right side. The bottom of the cover is decorated with a row of small, dark, triangular motifs. The entire design is set against a light, textured background.

STRUCTURAL DECORATION.

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Modern House Painting.

Too little attention has until recently been given to the decoration of wooden dwellings, thousands of which in many parts of the country, including those of plain and simple design, might be transformed into picturesque and highly ornamental cottages and villas by the judicious use of rich colors; thereby enhancing the beauty and attractiveness of the exterior to no less extent than is now almost universally effected in "interiors" by the employment of modern paper hangings of rich and artistic designs upon plain white walls and ceilings.

The laudable and rapidly growing tendency to the free use of color in the decoration of villas and cottages as well as the most pretentious structures, warrants us in assuming that the "white house with green blinds," except as an occasional desirable variation, is a thing of the past, and we believe the new rich colors we manufacture will be appreciated by those who are desirous of beautifying their homes, at the same time securing in their appearance a greater degree of individuality than has hitherto obtained, and increasing the attractiveness of their villages, towns and suburbs, tenfold.

In the application of paints for structural purposes the same rule will apply as in the use of coach colors and varnishes, it being a well known fact that good carriage painters everywhere find it more economical and better

for their reputation to use only fine paints and varnishes instead of cheap ones, which would necessarily form a body two or three times as thick, but inferior in appearance and durability.

It will be borne in mind that our paints are supplied ready for use, in packages of from one pint upwards, and there being scarcely any waste, it will cost but a trifle more to use several colors than in the old style of painting and trimming with a light and dark shade of but one color. By referring to our sample sheets of colors and instructions for painting, there will be found indicated many combinations of these new and desirable colors which may be safely followed.

NOTE.—We have had twenty-five years' experience in the manufacture of paints and coatings for preserving wood, metals, etc., and we give the following as the result of our experience, for the benefit of our customers:

While it may not present an entirely agreeable appearance to the owner or occupant of a *new* house, when ready to paint, it will amply repay the temporary annoyance to apply at first *only* the "priming" coat and defer the *finishing* coats from three to six months in case the wood is not thoroughly seasoned. The priming should contain a larger proportion of oil than the finishing coats. (See printed instructions.)

Dry seasoned wood is a very important factor in the production of satisfactory results in the use of paints for exposed new wood work, and the plan suggested will prevent splitting and cracking, while allowing the wood to become thoroughly seasoned.

It should also be more widely known that a strictly first-class paint properly applied (*i.e.* well "rubbed out") forms

a coating not more than from one-half to two-thirds as thick as a cheap or adulterated paint, while one coat of the former is a better and more durable protection for wood than two coats of the latter, which is filled with inexpensive, and, to say the least, useless material to make weight or fill a measure.

After an exposed surface is once thoroughly painted with our paint, it will require only an occasional recoating to freshen it. The wood work of a house painted in this manner can be kept well preserved, and the surface smooth and fresh with the *best* material, at about one-half the cost of using poor paints, while the unsightly mass of thick, cracked and scaly accumulation so often seen is entirely avoided.

Our new colors (see supplemental sample sheet No. 2) for decorating dwellings in "modern antique" style, have been carefully prepared with a view to the production of the richest and most artistic effects upon modern structures of the so-called "Queen Anne" and other unique designs, and upon old modernized houses, and they may be properly used with each other and with our "*new dark body and trimming colors*" in almost any combination which the taste of the decorator may suggest.

See *Sample Sheet* of sixteen "standard shades and trimmings" and sixteen "new dark body and trimming colors."

Also, *Supplemental Sample Sheet, No. 1*, of eight delicate tints, such as Lilac, Apple Blossom and bright colors.

Also, *Supplemental Sample Sheet, No. 2*, of eight "modern antique colors," such as Pompeian Red, Tuscan Yellow, Terra Cotta, etc., all of which will be sent free by mail upon application.

H.W. JOHNS' ASBESTOS LIQUID PAINTS

Our liquid paints *are composed exclusively of the best and purest materials, combined on different principles from any other Liquid or Mixed Paints.* They have been thoroughly tested in nearly all parts of the world, and have been found to withstand the severest tests of climatic changes, sea-air and other trying exposures where the best white lead has failed, and the universal testimony of those who have used them is sufficient proof of our claims that they are in every respect *strictly reliable and first-class paints* of a *higher grade* than have ever before been offered to the public for structural purposes, either in "paste" or liquid form, and second to none in richness and permanency of color, beauty of finish, durability, uniformity, and all characteristics which are requisite to form a perfect ornamental protective covering. They possess an elastic quality never before attained in any paint, and are prepared ready for the brush, but may be thinned, if desired, with pure linseed oil. See instructions.

They are especially designed for exteriors of dwellings and other exposed wood and iron structures, for which purposes they are unequalled in durability and economy by any other paints, not excepting the best White Lead, while they are equally valuable for "inside work" and for general purposes.

None but the Purest Linseed Oil and the best pigments known enter into the composition of these paints, and they contain no water, alkalies, benzine, or other deleterious or useless adulterations or dilutions; we do not, therefore, compete in prices with the cheap paints with which the market is flooded, and which are composed largely of water and other inexpensive ingredients. It is evident that paints containing water cannot form a covering equal to pure oil paints unless a larger quantity is used, owing to the fact that, *after having served to spread such paints* the water quickly evaporates, leaving only about half the body which is *supposed* to have been applied—and even, if as good in other respects, the *watered paints* are still more expensive, owing to the additional cost of package and transportation of the water, loss by evaporation or freezing, and *extra labor required in applying two coats*, where one coat of *undiluted paint* would produce, to say the least, an equally good result.

This explanation has seemed necessary to enable us to place ourselves fairly before the public in the matter of prices, which we claim to be as low—quality considered—as those of any other manufacturer.

It is a well known fact that the more intimately the ingredients of a paint are combined the more brilliant, solid and enduring are the colors produced, and we call attention to the difference between our *Liquid Paints* and all other prepared paints; the best of the latter consists of colors ground in oil, and afterwards *simply mixed* with oil, spirits of turpentine, etc. The entire body of our paints is *first* ground in oil, and *then* mixed to the proper consistency, *after which the whole is ground through fine mills*; by this process alone can the pigments and oils be so intimately combined as to produce a perfect paint. No other paints excepting "coach" or "artists'" colors are so thoroughly mixed and ground as ours.

We would also call attention to the superior "covering" properties of these paints, *two coats* of which form a body and finish equal to three or four coats of ordinary paint, *No other paints known equal ours in this respect.*

They work freely under the brush in cold as well as in

warm weather; and, owing to their wonderful covering properties, the manufacturer, builder or farmer can preserve and beautify his buildings, fences, etc., at from one-half to three quarters of the cost of other liquid paints, or of white lead and linseed oil.

These paints are sold by U. S. Standard Gallon measure (231 cubic inches); i. e., our packages contain from 8 to 12 per cent. more paint than is usually sold for the same quantity, and they weigh from 10 to 20 per cent. more to the gallon than any others in the market. ONE GALLON WILL COVER FROM 225 TO 250 SQUARE FEET, TWO COATS.

Especial Attention is called to our new "body" and trimming colors, which we have added to our list in consequence of the constantly increasing demand for the new styles of decorations.—See new sample sheets.

We were the first to introduce the rich olive drabs, olive greens, maroons, etc., which are now so effectively and tastefully used in the decoration of ornamental villas, seaside hotels, and other structures, in the designing of which more attention has of late been given to architectural beauty than ever before in this country.

Our unprecedented success has demonstrated that *strictly first-class paints* are more economical to the user and more desirable for the dealer, and our manufacturing facilities, *being second to those of no other manufacturer in the world*, we shall continue to spare no pains or expense to make our Liquid Paints what we claim them to be, viz.:

The Standard Paints for Structural Purposes.

We manufacture forty-eight standard shades of "body" and trimming colors, and also make Standard and Light Greens, Light and Dark Blues, Reds, Black; etc., samples of which will be supplied on application.

We call particular attention to our "ASBESTOS" LIQUID WHITE for outside work, and our EGG SHELL GLOSS WHITE for inside work.

Instructions for using our paints, and suggestions relative to desirable shades and trimmings for ordinary and special purposes, will be sent on application, or will be supplied by dealers in our paints.

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H. W. JOHNS' ASBESTOS LIQUID PAINTS.

PATENT APPLIED FOR

Body Colors, Shades No. 71, *Dk Terra Cotta*, and No. 70, *French Olive*.
Trimming Colors, Shades No. 73, *Pompeian Red*, and No. 72, *Tuscan Yellow*, and No. 68, *Light Olive Green*.

H. W. JOHNS M'FG CO., NEW YORK.

Sole Manufacturers of H. W. Johns' Genuine Asbestos Liquid Paints, Roofing, Steam Pipe and Boiler Coverings, Steam Packing, Mill Board, Sheathings, Building Felt, Coatings, Cements, Etc.



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+1884.+

TO PAINTERS AND USERS OF PAINTS.

At the present time it may seem superfluous to speak of the great advantages in the use of prepared paints over the old plan of purchasing separate packages of oil, lead, zinc, colors, turpentine, dryers, etc., and mixing them as wanted. The waste of time and money and the uncertain and frequent unsatisfactory results attendant upon the latter method are apparent to everyone.

In 1874 we published the following:—Prepared paints will be the only ones used for general purposes in the future. In a few years users of paints will as soon think of journeying long distances by stage-coach instead of by rail, as of mixing their own paints, for the following reason:

1st. *The cost of the packages alone*, which are usually "weighed in," containing the different materials required to make any desired shade, would be a fair profit for a manufacturer who supplies the required article complete in one package.


2d. *The cost of materials in large quantities* to an extensive manufacturer is from 10 to 25 per cent. less than to a small purchaser, while all loss on packages was avoided.

3d. No one but a manufacturer with expensive machinery especially adapted for the purpose can *properly* combine the ingredients of a good paint. Simple mixing of pigments in oil is not enough. We have *sixty-six* liquid mixers, many of them of 500 and 1,000 gallons capacity, in which our paint is at least *one hundred times* more thoroughly combined than would be possible without the aid of machinery. Yet this is not sufficient; after mixing to the proper consistency, the paint should be *finely ground* in liquid mills, by which process all our "Asbestos" liquid paints are finished. Paints thus made will cover smoothly and uniformly, and there will afterwards be no separation of particles, causing "chalking," cracking and scaling.

4th. *Uniformity of quality and color* is insured when making large quantities, and the user reaps the benefit even if he requires only a single pint of paint to "finish out," no waste being necessary.

5th. Manufacturers, Railroad Companies and other large consumers who employ their own painters can not only depend upon satisfactory and uniform results when using reliable prepared paints, but can also avoid the waste and loss consequent upon carrying a stock of partly prepared materials.

Therefore, notwithstanding that "paste" paints, or "colors in oil" are still recommended by those who make and sell them as being cheaper than prepared paints, we maintain that the latter of same quality, if properly and thoroughly combined, will do better work at a less cost.

Finally. If the ingredients of a prepared paint are the best and purest that can be obtained, as is the case with our "ASBESTOS" LIQUID PAINTS, it will be found that from 15 to 25 per cent. can be saved and better results obtained by their use than with the best white lead and colors mixed by hand in the old way.  *Ours are the only prepared or liquid paints which, in addition to the usual grinding and mixing, are ground while in the liquid state.*

It is generally known that all colors or shades are affected by sunlight, and we would call attention to the fact that notwithstanding the samples of our paints shown on paper are exactly the same as the paints we sell, many of them do not show the exact shade intended when first exposed to the light; but as they are all compounded with a view to their ultimate appearance, our customers can judge more correctly in regard to the effect of the various combinations by exposing our samples a few hours in sunlight, by which the shades are perfected.

WE respectfully call attention to the following references and letters of commendation from well-known business firms and others, relative to our "ASBESTOS" LIQUID PAINTS, which we offer as the best and most economical paints yet produced for general structural purposes.

The *reasons* upon which we base our claim that our paints are superior to all others are given elsewhere; our *proofs* consist of the facts that in a comparatively short time they have attained a larger sale, *and at higher prices*, than any other prepared oil paints in this country; and at our prices which are as low as quality and quantity (we sell by U. S. Standard gallon) will permit, our paints have proven more economical for the reason that they do *more, better and more durable* work than any others for the same amount of money.

We have for twenty-five years made a specialty of manufacturing preservative Paints and Coatings for wood, metals, fabrics, etc. Ten years since we commenced the manufacture of our Liquid Paints for general structural purposes; during this period their sale has increased on the average fifty per cent. each year over the preceding, and *we have yet to learn of the first instance where a consumer who has once used them, has discontinued their use.*

We will add, the finest public and private buildings and most extensive structures in this country are decorated with our paints—among others, the U. S. Capitol at Washington, U. S. Light Houses, Life Saving Stations, Navy Yard and Government Buildings generally, the Metropolitan Elevated R. R. of New York, the largest seaside and other hotels, etc., as well as thousands of the better classes of dwellings everywhere.

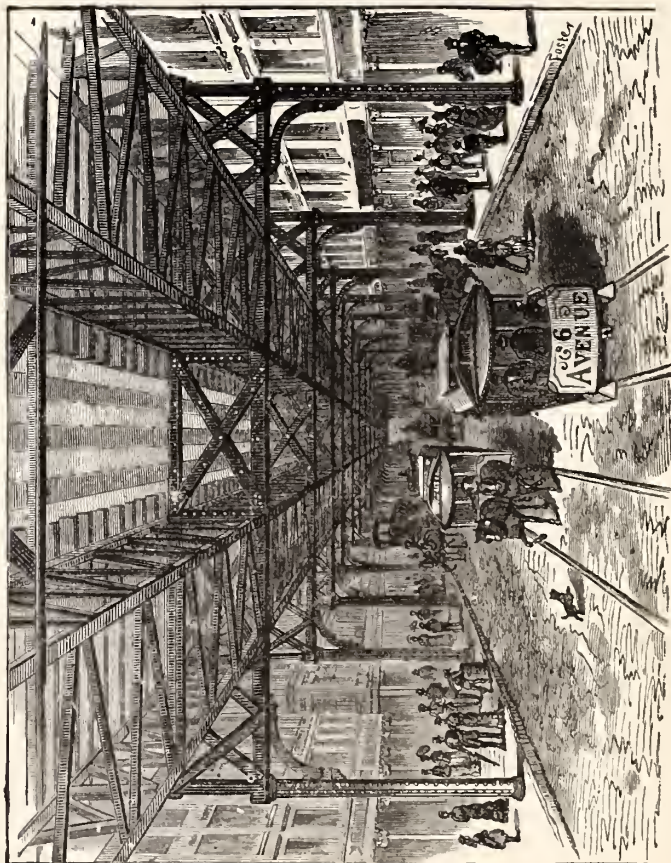
We shall continue to make but one quality of paints, *i. e.*, the best which can be produced from the best and purest materials known for the purpose. Any desired information in regard to cost, etc., will be supplied on application.

Respectfully,

H. W. JOHNS MANUFACTURING CO.,

NEW YORK, January, 1884.

87 Maiden Lane.



Section of Metropolitan Elevated Railroad. Painted with H. W. Johns' Asbestos Liquid Paint, No. 43 *Light Olive Drab*.

The contract for supplying Paints for the Metropolitan Elevated Railroad of New York City was awarded to us. This is the largest contract ever made for painting any single structure in this country.

Worcester, Mass., January 9th, 1880.

Dear Sirs: We consider H. W. Johns Mfg. Co.'s goods strictly first class, and not equalled by any other in the market. As compared with other Liquid Paints, it is sufficient for us to state that we have displaced them all in favor of the former.

Truly yours, JEROME MARBLE & CO.

Adams, Mass., May 9th, 1879.

Dear Sirs: We have sold and used H. W. Johns' Liquid Paints for three years, and they have given perfect satisfaction to all who have used them. Among others, L. L. Brown Paper Co., Renfrew Mfg. Co., Arnold Print Works, Freeman Mfg. Co. We think they are the best paints in use.

Yours truly,

F. E. MOLE & CO.

Lake View House, Livonia, N. Y., February 9th, 1880.

I, Sirs: We have used your Paint on our buildings, and find one coat goes as far, and covers as well, as two coats of Lead and Oil.

Yours truly,

E. R. BOLLES, Prop.

Norwood, Mass., May 3d, 1879.

Gentlemen: With reference to Johns' Asbestos Liquid Paints, which we have used in large quantities during the past four years, will say they have always given us entire satisfaction, and we can give them the highest recommendation.

Yours truly,

E. E. PRATT,

Master Car Builder, N. Y. & N. E. R. R.

Mapleton, Iowa, August 21st, 1883.

Dear Sir: Please send me your sample card of colors, also price list of your Liquid Paints. I have been at the trade for over fourteen years and never saw any Mixed Paints that I thought worth anything until I used six gallons of your brand and that beat any white lead and oil I ever spread.

Yours truly,

T. W. JOHNS.

Auburn, N. Y., March 1st, 1878.

Dear Sirs: In answer to your inquiry as to how we like your Paint, we are more than entirely satisfied with it. As you are aware, we are large users of paint, and of all that we have ever used are satisfied yours is far superior; it is put on with less labor, covers better, flows more easily, has a better body, and, as far as our experience goes, will stand the weather better than any other paint we know of. Your Roof Paint is unsurpassed. We used one coat on a tin roof, and to-day it looks as fresh and the color is as bright as when first applied.

Respectfully yours,

JOSIAH BARBER & SONS,

Manufacturers of Woollen Goods and Carpetings.

435 East Houston St., New York, April 12th, 1881.

Gentlemen: * * * We can recommend your paint to any one as being first class, as the exterior of the Oriental Hotel, Manhattan Beach, will show, it having stood the storms of last winter, and looking as well to-day as the day we finished it.

Yours truly,

G. C. LUGAR,

House and Ornamental Painter.

Omaha, Neb., August 27, 1883.

Gents: I wish you to mail me one of your catalogues, with prices of Paints. My house looks fine with your Paint, and wears well.

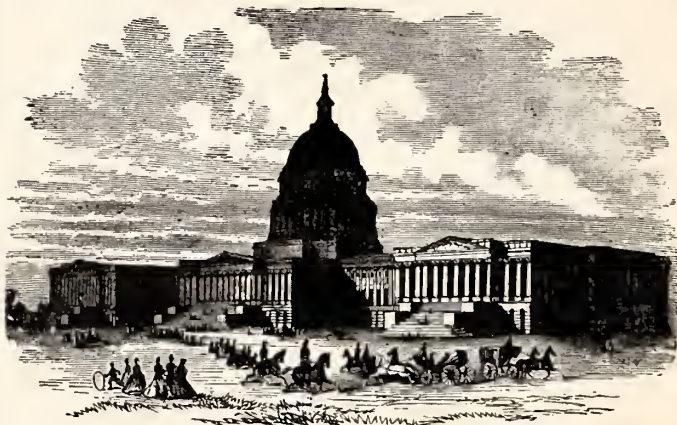
Respectfully,

CHARLES R. TURNEY.

THE U. S. CAPITOL AT WASHINGTON,

IS painted exclusively with H. W. JOHNS' ASBESTOS LIQUID WHITE, as follows:

The stone work of the main original building to correspond with the new wings; the Dome and other outside iron work, and the inside wood and iron work.



ARCHITECT'S OFFICE, U. S. CAPITOL,
WASHINGTON, D. C.,

DEAR SIR:

January 6th, 1879.

You are at liberty to refer to me as using your Paint at the Capitol.

Yours respectfully, EDWARD CLARK,

Architect, U. S. Capitol.

The *Marine Corps Building*, Washington Navy Yard, has just been painted with H. W. Johns' Asbestos Liquid Paints. These paints contain no water, and can be used in cold weather. The immense Printing Establishment of Messrs. *Harper & Brothers* is painted with H. W. Johns' Asbestos Liquid Paint.—*Harper's Weekly*.

The *Oriental* and the *Manhattan Beach Hotels*, the largest of all the immense hotels at Manhattan Beach, Coney Island, the *Pequot House*, New London, Conn. the *Old Orchard Beach Hotel*, Maine, are now painted with H. W. Johns' Asbestos Liquid Paints. H. W. Johns M'g Co., 87 Maiden Lane, New York, are the sole manufacturers of these paints, which are rapidly superseding all others for large and elegant structures, and for the better classes of dwellings everywhere.—*N. Y. Daily Tribune*.

Our *Asbestos Roof Paint* was used with entire success when all others failed, upon the roof of the *Exhibition Buildings* at Philadelphia, the largest area of Tin Roofing in the world.

Our *Asbestos Fire-Proof Paint* has been applied to nearly five acres of wood work in the two Immense Dry Goods Stores of Messrs. A. T. Stewart & Co., of New York City.

Englewood, N. J., January 29th, 1881.

Dear Sirs: After two years' test of your ASBESTOS LIQUID PAINT on my hotel, the Palisades Mountain House, I am pleased to say I consider it superior in every respect to any other I have used—not excepting the best white lead. Although only one coat of your Paint was used, it looks as fresh and perfect to-day as if it had been applied within a month. As you are aware, I am a large user of paints, and in future shall use no other.

Yours truly,
WILLIAM B. DANA,
Proprietor Commercial and Financial Chronicle.

St. George's Bermuda, June 20th, 1883.

Dear Sirs: Please refer to your invoice book, Nov. 28th, 1881, and you will find you sent me — gallons of green paint, mixed ready for use * * * * * I hereby testify that it is a perfect article, having stood its color to my entire satisfaction. I now want more * * *

Very Truly Yours,
JAMES A. ATWOOD.

U. S. Naval Hospital, Washington D.C., September 3d, 1878.

Dear Sir: The Paint you furnished us has accomplished a great deal of work in painting the walls of this building inside, and I shall recommend it for future use when the work can be continued. * * * *

Respectfully yours,
F. M. GUNNELL, Medical Director,

Baxter, Ark., September 14th, 1880.

Dear Sirs: Mr. Leaming painted my house with your White Paint some four or five years ago, and I am well pleased with it. It will stand this hot sun and damp atmosphere better than Lead. Please send your present price list.

Yours respectfully,
S. A. DUKE.

St. Thomas, Canada, July 14th, 1879.

Dear Sirs: Please send me the following bill of Paints as soon as possible: * * * * * I am happy to say your Paints are giving good satisfaction in this locality.

Yours, &c.,
J. CORLIS, M. D.

Burlington Woolen Co., Winooski, Vt., October 13th, 1880.

Gentlemen: Having used your prepared Paint for several years, and more extensively for the past few months, I can assure you that, so far as my experience extends, I do not know of any Paint that equals it in facility of spreading, density or durability. Having tried several kinds of Prepared Paints, as well as lead and oil, I make the above statement understandingly.

Yours respectfully
F. C. KENNEDY, Agent.



— THOUSAND ISLAND HOUSE, ALEXANDRIA BAY N. Y.—O. G. Staples, Prop'r.

This elegant summer hotel is painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, Body, Shade No. 47, *French Grey*; Trimming, No. 28, *Dark Slate*; Blinds, *Green*.

Bay View House, Shelter Island, N., Y., April 22, 1880.

Dear Sirs: I am not a practical painter, but have had years of experience with Liquid Paints, and say, without hesitation, that yours give better satisfaction than any I have ever used. They possess a good body and work smoothly and easily, and in future I shall always give them the preference.

Yours truly, JAMES L. SPAULDING, Proprietor.

86 & 87 West Water Street, Milwaukee, Sept. 20, 1883.

Gentlemen: I have for five years used best white lead and oil, but it not proving to be durably good, I concluded to try your "Liquid Asbestos Paints" this season, and so far am pleased that I made the change. Your Paints are exceedingly well mixed, they cover well and look bright and glossy when put on, and have the appearance of keeping so. Have used it for trimming on outside of house and for porches, also on floor inside of house, and it promises the best wear there of anything I have ever used.

Yours respectfully, O. L. PACKABD.

Gentlemen: The work done with your Paints on our new buildings is very much admired by every one who has seen it. It is only two-coat work and people are surprised when I tell them so, for it equals three coats of the paint commonly used.

Yours truly, H. J. McKEON.

Albany Gas Light Co., Albany, N. Y., June 10th, 1880.

Dear Sirs: Please ship by People's Line one barrel shade 46, and ten gallons shade 54. What we used on our Purifying Houses gives good satisfaction.

Yours truly, ISAAC BATTIN, Supt.

Ashley, Pa., November 14th, 1878.

Dear Sirs: * * * We find the Asbestos Roof Paint to be the best paint for the purpose we have ever used, and every one that has used it here agrees with us.

Yours truly, E. L. DIEFENDERFER.

Bennington, Vt., October 7th, 1880.

Dear Sirs: During the past five years I have used large quantities of your Paints with entire satisfaction as being economical in use, having a heavy body and great covering capacity and working smoothly under the brush. I find that one gallon will cover thirty square yards two coats.

Yours truly,

H. H. HURLBUT.

Romulus, N. Y., May 16, 1883.

Dear Sirs: * * * Send me as follows: * * * The Paint gives splendid satisfaction.

Yours truly,

A. T. VAN NOSTRAND.

Amityville, L. I., May 25th, 1883.

Dear Sir: My house looks very handsome and every one admires it. Your Paint in quality and for colors can't be surpassed, and has given me the best satisfaction of any I have seen or used.

Yours very truly,

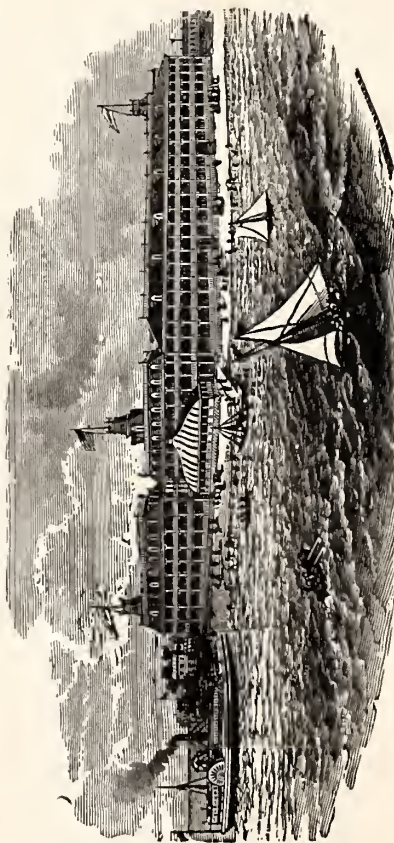
CHAS. P. HOLMES.

Barton Landing, Vt., August 26, 1883.

Dear Sir: I have put on mostly outside paint bought of you. Please send me a sample card of inside paint. I have liked the outside paint; my painter—and he is one of experience—says it spreads the best of any he has ever used.

Yours truly,

O. H. AUSTIN.



HYGEIA HOTEL, OLD POINT COMFORT VA.—Harrison Phoebus, Proprietor.

SITUATED at the confluence of Chesapeake Bay and Hampton Roads, near Fortress Monroe. It has a frontage of 240 feet on the Bay and 60 feet on the Roads. It is painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS: body, Shade No. 46, *Light Drab*; trimming, Shade No. 26, *Dark Drab*; blinds, Shade No. 27, *Medium Drab*.

Hygeia Hotel, Old Point Comfort, Va., August 3d, 1880.

Dear Sirs: I desire to express most heartily my entire satisfaction with your paints, which I have been using a number of years. I now have over thirteen acres of wood-work covered with your paints. They have successfully withstood the effects of salt air, and I consider them in every way satisfactory and take pleasure in recommending them. Most respectfully,
H. PHOEBUS, Proprietor.

Eagle Cotton Mills Co., Pittsburgh, Pa., September 11th, 1880.

Dear Sirs: Several years ago we purchased some paint from you, which gave good satisfaction. Please quote your present prices for Paint for mill use. We want it for outside and inside work.

Yours truly,

O. M. HARPER President.

Boston, November 4th, 1880.

Dear Sirs: In 1878 caused my buildings at Rangeley Lake to be painted with your Asbestos Paint. The variations of temperature since the paint was applied have been from 36° below zero to 90° above, and at the present time the buildings are in as good condition as when the Paint was first applied.

Truly yours,

J. A. L. WHITTIER, Counselor at Law.

Holyoke, Mass., February 10th, 1878.

Dear Sirs: I have painted all the bridges over the three canal levels with your Asbestos Paint, giving the city authorities the greatest satisfaction. The covering property of these paints is far beyond that of any paint I am acquainted with, two coats making a perfect covering on new work. The Paints do not scale, blister, or chalk, but wear well, retaining their firmness and color.

Yours truly,

G. W. BURDITT.

City Gas Light Co., Norfolk, Va., Feby., 27, 1883.

Gentlemen: Please send me * * * * *. Your paints are undoubtedly THE paints for Gas Works.

Yours truly,

FREDERICK EGNER, Engineer.

Friars Point, Miss., June 6th, 1879.

Dear Sir: Three or four years ago I purchased a barrel of your Asbestos Paint, with which I covered a store-house. The result has been satisfactory. I am now building a house more than ordinarily costly for this locality, and would like you to ship me one barrel, 40 or 50 gallons, as per shipping directions enclosed.

Yours, &c.,

J. L. ALCORN.

(United States Senator.)

Newton, N. C., January 31, 1881.

Dear Sirs: I enclose check for last bill of paints and memorandum of what I now want. I have used many kinds of paints but none that equal yours in beauty of finish and durability.

Yours truly,

J. B. MARTIN.



ORIENTAL HOTEL, MANHATTAN BEACH, N. Y.

THIS is considered the finest Seaside Hotel in the world. It has a frontage of 500 feet on the ocean. Both this and the MANHATTAN BEACH HOTEL are painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, our Shade No. 58, *Oriental Drab*, forming the body color, trimmed with Shade No. 52, *Dark Olive Drab*, and No. 62, *Dark Green*, and No. 50, *Bright Red*, for sash, etc.; the spires being

enlaid.

(B)

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H. W. JOHNS' ASBESTOS LIQUID PAINTS.

PATENT APPLIED FOR



Body Color, Shade No. 19, *Light Stone*.

Trimming Colors, Shades No. 73, *Pompeian Red*, and No. 53, *Eronze Green*.

H. W. JOHNS M'FG CO., NEW YORK.

*Sole Manufacturers of H. W. Johns' Genuine Asbestos Liquid Paints, Roofing, Steam Pipe
and Boiler Coverings, Steam Packing, Mill Board, Sheathings, Building
Felt, Coatings, Cements, Etc.*

Fulton, N. Y., April 5th, 1880.

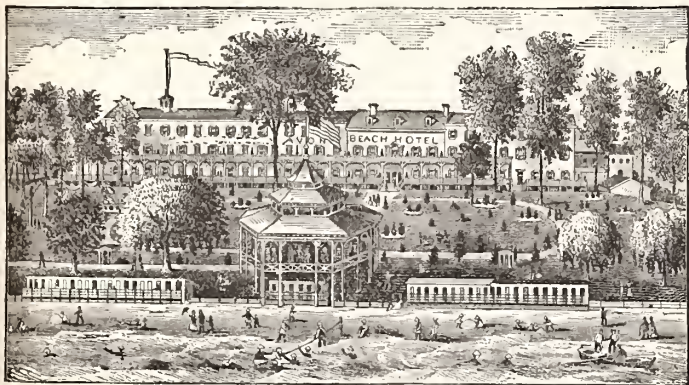
Dear Sirs: Enclosed find check to balance account. I shall use your Paint more extensively this year than last, as every one who has had it put on likes it better than Lead and Oil. I have finished painting my own house with your Paint, which I would not have done did I not consider it better than lead.

Yours truly, MARCUS F. CRAHAN, House Painter.

Lazewell C. H., Va., July 7th, 1876.

I have tried your Asbestos Roof Cement and Roof Paint, and found they answered my purpose. Your Paint is the best I have ever used.

Yours truly, A. J. MAY.



AVON BEACH HOTEL, BATH, L. I.—T. D. Winchester, Prop'r.

THIS Hotel is situated on lower New York Bay, between Fort Hamilton and Coney Island Point, seven miles from New York. It is painted with H. W. JOHNS' ASBESTOS LIQUID WHITE, and STANDARD GREEN for blinds.

Mesopotamia, O., Oct. 25, 1883.

Gents: I think it is about seven years ago I ordered some of your Asbestos Liquid Paint for a neighbor of mine, and it gave entire satisfaction, and I don't see but what it is just as good as when put on, and now I want some for my own use. * * * Please send price list.

Yours truly,

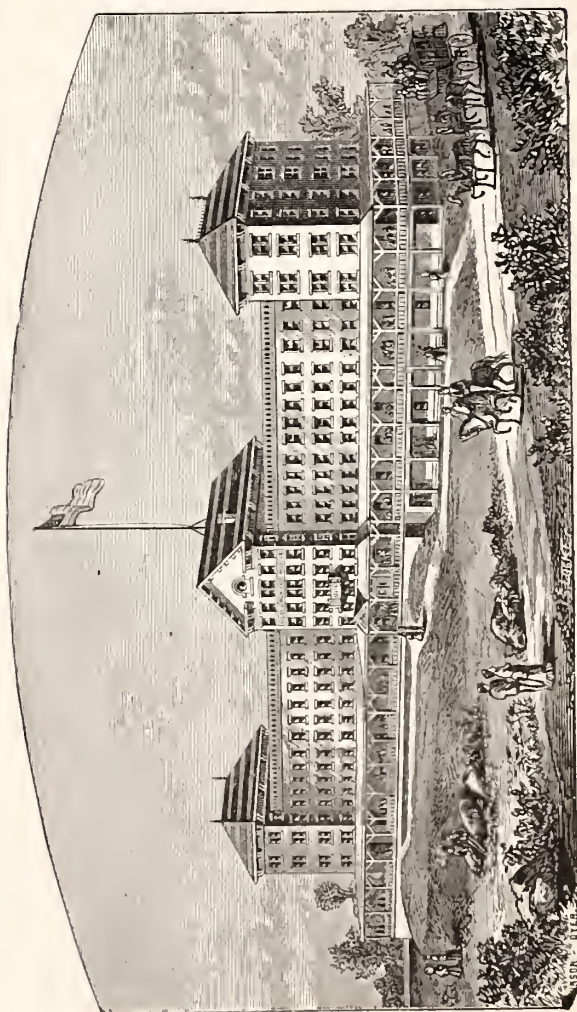
J. M. SMITH.

Baltimore, January 12th, 1880.

Gentlemen: We have used considerable quantities of your Paint on our telegraph poles, trestles and other fixtures with very favorable results, and shall continue to use it if we are as well served as heretofore.

Yours respectfully,

DAVIS & WATTS, Agents Bell Telephone.



OLD ORCHARD HOUSE, OLD ORCHARD BEACH, ME.—E. C. Staples, Prop'r.

THIS Hotel is situated at the mouth of the Saco River, on the Boston & Maine R. R., 100 miles from Boston. It is painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS. The "body" color is our Shade No. 43, *Light Olive Drab*, trimmed with No. 53, *Bronze Green*, and No. 52, *Dark Olive Drab*, for blinds, the roof being protected with our *Red Roof Paint*.

Old Orchard House, Old Orchard Beach, Me., June 18th, 1880.

To the H. W. JOHNS MFG. NO., 87 Maiden Lane, N. Y.

The Old Orchard House having just been completed with two coats of Johns' Asbestos Paints in a manner perfectly satisfactory to me, I would endorse them as being not only of the most wonderful covering capacity, but also on the point of economy and manner of working under the brush. * * * Although two coats were called for under the contract, yet under the large piazza I found one coat was entirely sufficient.

(Signed,)

E. C. STAPLES, Proprietor.

Deavertown, Ohio, February 8th, 1878.

Dear Sirs: Your favor of January 29th, requesting my opinion of H. W. Johns' Asbestos Paints is at hand.

In reply I would say, that I have, after considerable experience, found them just what they are represented, and believe them to be not only equal, but superior to any paints in the market. For beauty of finish, lustre and durability and other good qualities, they are, in my opinion, unequalled. I shall continue to order of you when in need of paint.

Very truly yours,

J. R. BELL, M. D.

Office of J. T. Harris & Co., Architects,

Columbus, Ohio, February 6th, 1883.

Gentlemen: We have been using H. W. Johns' Asbestos Paints and Roofing, and the more we use of them the better we like them, and can give them the highest recommendation.

Yours, etc.,

J. T. HARRIS & CO.

Carroll, Ohio, December 31st, 1877.

Dear Sirs: I have used the Asbestos Paints, and, so far, they have given entire satisfaction, and I regard them as superior to all other mixed paints, and I am highly satisfied with them, and so are my customers. I have been a painter here eight years, and I think the Asbestos Paints ahead yet, and I know them to be better than many brands of white lead used by myself.

Yours respectfully,

GEO. F. KNIGHT.

Ransomville, N. Y., June 26th, 1877.

Dear Sirs: Enclosed find draft, for which please give us credit. Your Roof Paint gives good satisfaction, having made a tin roof tight after five years of leaking!

Yours, &c.,

W. H. H. RANSOM & SON.

Beaver Kun, N. J., March 29th, 1877.

Dear Sir: Please send price list and sample card of Paints. What we used in 1875 wears well and holds its color,

Yours truly,

J. V. & W. K. JONES.



**HARPER & BROS.' PUBLISHING HOUSE,
Franklin Square, New York.**

Painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, Shade No. 46, *Light Drab*, and
trimmed with No. 27, *Medium Drab*, and store floor with Shade No. 63, *Dark Red*.

Southampton, L. I., August 13, 1882.

Dear Sirs: Your colors received all right, and are magnificent; never saw anything go on so easily and cover so well. The tints are just O. K., and very delicate.

Sincerely yours, A. T. BRICHER.

Farmer's Village, N. Y., Nov. 25, 1882.

Dear Sirs: Inclosed find check to balance account to date, for which please acknowledge receipt.

Your paint gives the very best satisfaction, and I find it impossible to sell any other prepared paint at any price.

Yours, &c., F. C. CASE.

Fort Worth, Texas, Dec. 23, 1881.

Dear Sirs: I have used H. W. Johns' Asbestos Paint on two houses in Fort Worth, and can confidently assert that it has stood the weather better than any other paint used in this city.

Respectfully, W. A. HOFFMAN.

Calvert, Tex., October 16th, 1877.

Dear Sirs: Your Paint gives better satisfaction than any paint we know of. We are in the Drug and Paint business, and wish your prices, terms, etc., as we desire to keep it in stock.

Yours truly, McLENDON & PROCTOR.

Florence, Mass., Feb. 9, 1883.

Dear Sir: The experience I have had with your paints during the past six years is proof enough that they are, without exception, the best I have used in the fifteen years I have been a house painter.

I have painted over *one hundred buildings* with your paints and have yet to learn of a single instance where they have failed to give perfect satisfaction, and I expect to use more paint this than any previous year.

Respectfully yours, M. C. HOWARD, House Painter.

Warminster, V., May 21, 1882.

Gentlemen: The Roof Paints I purchased of you have given the most complete and entire satisfaction. The body is heavy and elastic, and notwithstanding the paint was thinned down with raw linseed oil, I found one coat ample and handsome covering.

It gives me pleasure to testify to their excellence and beauty.

Very truly yours, R. KENNA CAMPBELL.

Andes, N.Y., Dec. 1st, 1882.

Dear Sirs: In reply to your note requesting my opinion of H. W. Johns' Asbestos Paints, I would state that I have found them just what they are represented to be, the best ready-mixed paint in the market, with a covering power fully one-third more than the best white lead and oil.

Respectfully yours, JOSEPH L. HUGHES. Practical Painter.

Dean Academy, Franklin, Mass., October 30, 1882.

Gentlemen: In reply to yours of the 28th, referring to your paints, will say they have proved all that is recommended for them so far, and when we need more shall give you a call.

I am, gentlemen, Yours truly, J. W. TUCK, Steward.

Yorkshire Centre, N. Y., August 27th, 1878.

Dear Sir: I have carried on the business of general painting for over eighteen years, and have had experience in the use of many kinds of paints. For the past three years I have had occasion to use some of your Paints, and am well pleased with them, and I have recommended and gained their use in several instances, and they have given satisfaction.

Yours very truly, BYRON F. DARTE.



BATES HOUSE, RUTLAND, VT.

THIS hotel is painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS. Body, Shade No. 43, *Light Olive Drab*; Trimmed with No. 52, *Dark Olive Drab*, and No. 50, *Bright Red*; Sash No. 50, *Bright Red*; Roof, *Red Roof Paint*.

Portsmouth, N. H., December 9th, 1880.

Gentlemen: Enclosed find check for settlement of our account in full. We here desire to express our entire satisfaction with all the goods received from your house, they being in every particular up to the standard both as to *your claims* and *our* requirements.

W. J. SAMPSON,

House, Ship and Ornamental Painters.

Columbus, Ohio, May 5th, 1877.

Dear Sirs: Mr. W. H. Coffman, of Carroll, Ohio, says: "Your Paint, Outside White, beats anything ever brought into our town; with two coats I have made the finest and most solid job I ever saw, and on the strength of it have secured two more houses for your paint. A great many people have been to see it, and all express great satisfaction."

Yours truly,

S. W. HEMPSTED & CO.

Office of Supt. of Construction, U. S. Custom House }
and Post Office, Chicago, Nov. 1, 1882. }

Dear Sir: In reply to your inquiry as to my opinion of the Asbestos Liquid Paints, I can say that after using several hundred gallons on both exterior and interior of this building, I am well pleased with it. It spreads and covers well, works easy and smooth, gives good satisfaction to the painters (who have a prejudice against mixed paints,) and I believe will prove a durable and economical paint.

Very respectfully,

E. G. CHURCH, Inspector.

Lambertville, N. J., July 14, 1882.]

Gentlemen: Please send me your pamphlet on "Structural Decoration." I painted my house with your paints two and one-half years ago, and it still looks so well that a friend asked me the other day if I had just been painting my house.

Yours, etc.,

H. D. ELY.

Cavendish, Vt., October 21, 1882.

Gentlemen: I have just completed painting on my building with paint ordered from you Sept. 1st. It gives perfect satisfaction. I find the only misrepresentation to be this: One gallon will cover considerable more than the number of feet given—a good fault! * * * My building looks tip-top, and all say they are the best colors yet seen in town. * * * My painter says it is the best paint he ever spread.

Yours respectfully,

E. G. WHITE.

Farley, Dubuque Co., Iowa, March, 13, 1883.

Gentlemen: In 1878 I bought of you six gallons of Asbestos Paint. It looks well yet and would like you to send to my address five gallons of the same kind—white. Please send me the price. * *

Yours truly,

REV. I. NEWTON.

Berkley Springs, W. Va., September 12, 1882.

Gentlemen: I am a painter by trade and have been using your paints; find them very good and recommend them. Will send you an order on receipt of your sample sheets and price list.

Yours respectfully,

'ROBT. M. ADAMS.

Cohocton, N. Y., May 24, 1882.

Dear Sirs: The Paint came to hand and my painter says it is the best he ever saw—spreads very fine; one coat completely covers all traces of the wood and *equals two coats*, of other kinds.

Please ship the following as before * * * *

Yours truly,

THOMAS WARNER.

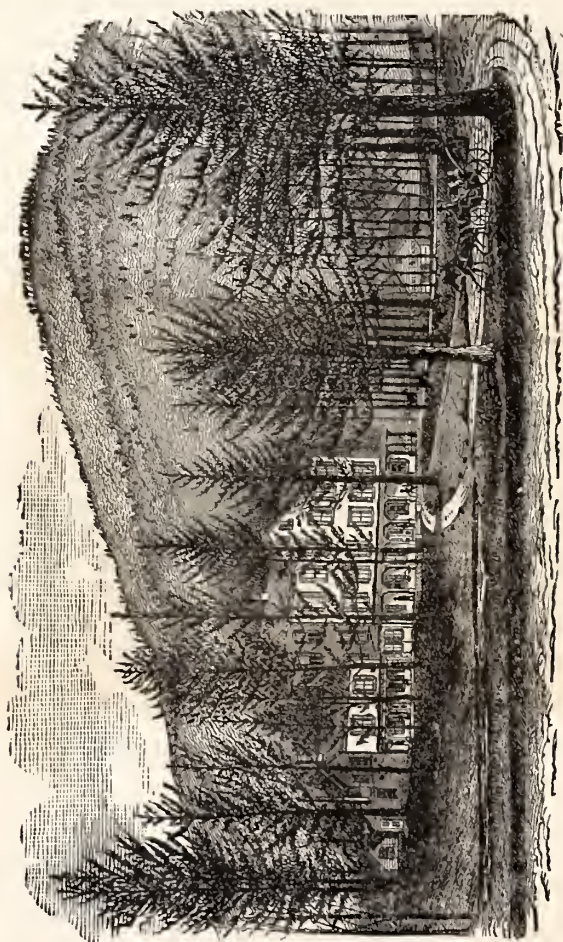
Andes, N. Y., Nov. 23d, 1882.

Dear Sirs: I have had a thorough knowledge of the "Asbestos" paints for a number of years from actual experience, and I do not hesitate to say that I deem it to be the best article for either inside or outside work that is now offered to the public. The covering quality of the Asbestos Paint is truly surprising. The tints are especially fine, and will wear as well in the neighborhood of salt water as in any other place.

Truly yours,

JOHN G. DEAN.

Practical Painter, Grainer and Decorator.



PINE GROVE HOUSE, CORNELIUS DU BOIS, Proprietor.

Palenville, Greene Co., N. Y., eight miles from Catskill.

Painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, body, shade No. 42, *Pure Gray*; trimmings, No. 52, *Dark Olive Drab*; blinds, No. 50, *Bright Red*.

Springfield, Vt., March 20th, 1883.

Gentlemen: Please ship at once * * * I expect to use a large amount of your paints the coming season. With an experience of 35 years in using all kinds of paint put upon the market, I much prefer yours to any other. Send the above order at once.

A. L. ROBINSON.

Falmouth, Mass., March 20th, 1883.

Dear Sirs: Last fall I bought your Asbestos Paints and with it painted half the trimmings on my house; the other half I painted with the *best of white lead*. At this time the "Asbestos" looks as white and good as when first applied, while the white lead paint looks as if struck with mould, and every knot in the wood shows plainly. Hereafter I shall use Asbestos Paint and recommend it to others. Please send by express.* * *

Yours truly,

HENRY F. GIFFORD.

Newark Valley, N. Y., March 18th, 1882.

Gentlemen: Please send as soon as possible the following Asbestos Paints. * * * This is a small place, but I hope to make the trade of considerable importance. Have handled paints extensively for many years and consider these the best now in use, so can conscientiously recommend them.

Yours truly,

L. M. SMITH,

Office of "Connecticut Valley Advertiser,

Moodus, Conn., October 17th, 1881.

Dear Sirs: We have used quite a quantity of your Asbestos Paint, and like it very much. We find also that considerable of it has been used in this portion of the State with satisfactory results.

Very truly,

J. E. SELDEN, Editor.

We have already given a favorable report upon these paints, and a year's additional wear confirms the opinion formerly expressed. To meet the demand caused by new styles in decoration, the H. W. Johns Mfg. Co. have brought out a variety of "fashionable" shades which will allow every style of outside and inside decorations to be done with these that is possible with common paints.—*American Agriculturist*, April 1881.

Cross Keys, Va., September 11, 1882.

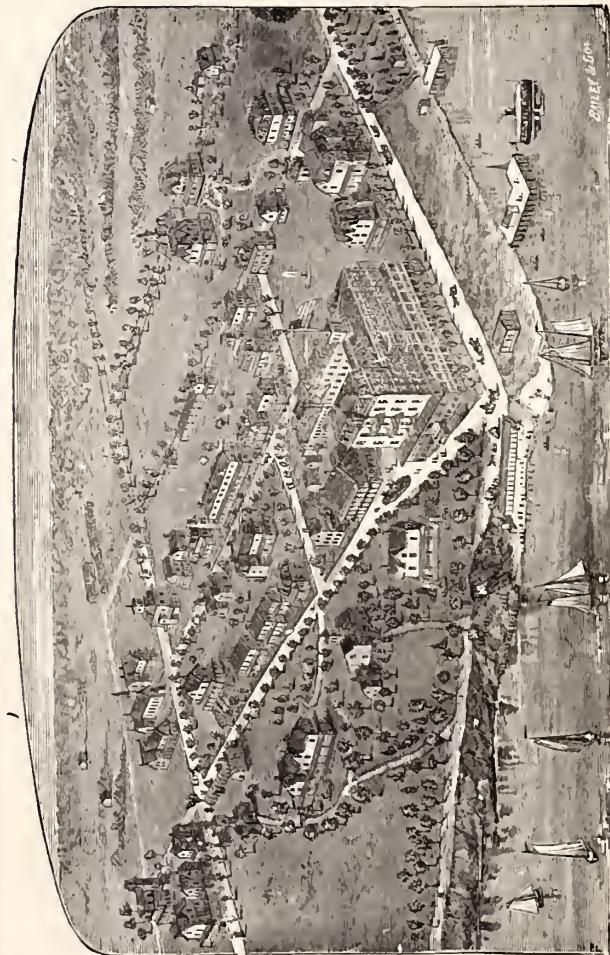
Gentlemen: Summer before last I bought some paint of you for our Temperance Hall at this place. I like the paint very much. * * * What will you sell me your Asbestos Roof Paint at?

Yours very respectfully,

J. P. WEBB, M. D.

[From the Jackson (Miss.) *Clarion*, March, 1878.]

Mr. C. H. Manship, of Jackson, one of the best painters in the State, and a gentleman of great intelligence and worth, says, in reference to H. W. Johns' Asbestos Liquid Paints: "I have tested them fully, and am prepared to say that the paints, which are of all colors and shades, are not only the cheapest, but the best I have used in my experience as a painter for the past fifty years.



PEQUOT HOUSE, NEW LONDON, CONN.—H. S. Crocker, Proprietor.

THIS Hotel, is situated about two miles from New London, on Long Island Sound, at the mouth of the Thames River. The main building and adjoining cottages are painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, Shade No. 52, *Dark Olive Drab* for body, and No. 64, *Olive*, for trimmings, with No. 50, *Bright Red*, for sash. The roofs are painted with *Red Roof Paint*.

New London, Ct., Nov. 26th, 1880.

Gentlemen: I cannot speak too highly of your Paints. They wear better and are superior to any others I ever used. Shall want more the coming spring. Every one of my guests last season spoke in praise of your Paints. We had over 450 guests. I think the paint on the "Pequot" will do you no harm.

Very truly, H. S. CROCKER.

Waco, Texas, September 20th, 1879.

Gentlemen: We have painted several residences and other buildings with your "Asbestos" Liquid Paint, and will say it seems to suit our climate, and, as to its economy, we regard it as really the cheapest of any we have used, and we have used other brands of Liquid or mixed Paints, besides the best Lead and Zinc.

Yours truly, PORTER & SHEARS.

Croton Falls, N. Y., Nov. 3d, 1879.

Dear Sir: The Paint which I bought of you for my house has proved to be of excellent quality, and is very much admired. I shall want more when spring opens, or sooner.

Yours, &c., ALBERT CHAMBERLAIN.

Asbury Park, N. J., July 1st, 1880.

Dear Sirs: Allow me one word in favor of your "H. W. Johns' Asbestos Liquid Paints." I have used nearly every Mixed Paint in the market, and of all I have used I must say that yours is far superior both in quality and covering properties, as well as beauty and durability, to any, and believe them to be the best paints for the seashore or exposure to weather.

F. HARRIS.

North Sandford, N. Y., August 21st, 1876.

Dear Sirs: Last season I applied your Paint to one building, and so far, it gives the most perfect satisfaction.

Yours respectfully, G. W. HAMLIN,
Practical House Painter.

Montclair, N. Y., May 10th, 1879.

Dear Sirs: Something more than a year ago I covered an old house full of knots with one coat of your Asbestos Paint, and to-day it looks as fresh 'as when first applied. Its excellence induces me to give you this acknowledgement of it.

Yours, etc., J. McDONOUGH.

Mechanics Falls, Me., January 3d, 1881.

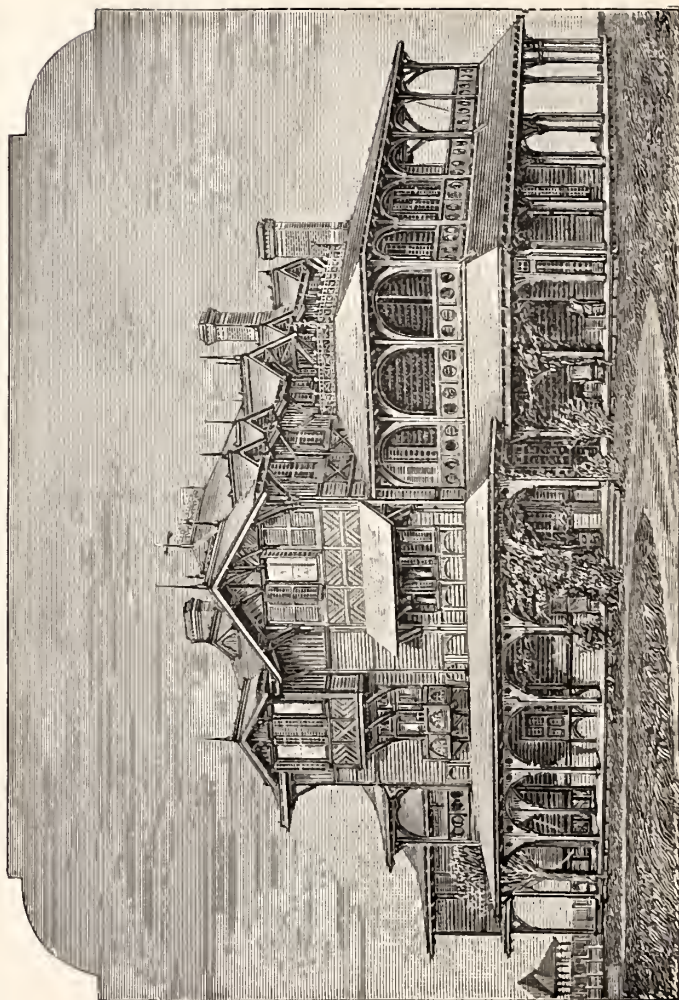
Gentlemen: Please send us bottom prices for the Asbestos Liquid Paints. * * * We can only say the Asbestos Paints have given us and our customers perfect satisfaction. * * * In a word, we like the Asbestos Paints the best of any Liquid Paints we have ever sold or used.

Faithfully yours, HAWKES & WHITNEY.

Office of the Union Railroad Co., Providence, R. I., Oct. 24, 1876.

Our roof is painted with Asbestos Roof Paint, Excellent body—rich color—easy to work.

UNION RAILROAD CO.



Summer Residence at Long Branch of Maj-Gen'l Alex. S. Webb, Pres't of the College of the City of New York.

This model seaside villa is painted with H. W. Johns' ASBESTOS LIQUID PAINTS.
 Body, Shade No. 57, *Chocolate*; Trimming, No. 51, *Maroon*; Sash, etc., No. 60, *Dark Red*.

New Orleans, January 19th, 1878.

Gentlemen: I used your Asbestos Paint on my steamer La Belle—on the cabin, in and outside, also on the floors and hull—and am well pleased with it as a lasting and also a beautiful white. It lasts much better than any paint I have ever used, and in future I shall not use any other when I can get it. I also find it at least one-third cheaper in cost than the usual white lead and oil paints.

Yours respectfully,

M. W. WOOD.



SPRINGFIELD HOUSE, NANTUCKET, MASS.

A. S. MOWRY, *Proprietor.*

THIS Hotel is situated on the Island of Nantucket, thirty miles at sea. It is painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, Shade No. 25, *Extra Light Drab* being used for "body" and No. 26 *Dark Drab*, for trimming.

Asbury Park, N. J., July 1st, 1880.

Dear Sirs. I have carried on the business of house painting for the past sixteen years, and have had experience in the use of many kinds of paints. For the past two years I have used hundreds of gallons of "H. W. Johns' Asbestos Liquid Paints" and find them to work better and cover more surface than any paint known, and can cheerfully recommend them, and will be pleased to show parties some of the buildings I have done with them.

W. L. ATKINSON.

Stroudsburg, Pa., March 12th, 1880.

Dear Sir: My neighbors and myself have used considerable of your Asbestos Liquid Paint, and it has given good satisfaction. I have a house in Ballston Spa, N. Y., I wish to paint, and wish you would send me your present price list and samples.

Yours truly,

GEO. HENDERSON.



THE ARGYLE-BABYLON, L. I.—Jas. P. Colt, Proprietor.

SITUATED in a Park of seventy acres, distant 1½ hours from New York City, by L. I. R. R. Painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, Shade No. 52, *Dark Olive Drab*, trimmed with Shade No. 62, *Dark Green*; Blinds, &c., Shade No. 60, *Dark Red*.

The following letter from a well known dealer in building materials will explain itself:

MR.——

Akron, Ohio, February 24th, 1883.

In reply to your request to give you my opinion of H. W. Johns' paints, I take pleasure in stating that I have been handling these paints for nearly eight years, keeping them on sale in all the different shades, and using them in my building business, and I have no hesitancy in saying I believe them to be the cheapest and best paints in use, not excepting pure Lead and Oil. They are cheaper, because they will spread over more surface and cover better. I know to a certainty that two coats will cover better and last longer than three of any other paint, and will out-wear, and retain its lustre and color better than any other. I have tried many kinds of paint, and had concluded before using these, that pure lead and oil was the only reliable paint, but after years of experience I am entirely satisfied that these paints are much better and more economical to use.

(Signed)

D. W. THOMAS.

Pleasant Point House, Green Lake, Wis.,

October 19th, 1883.

Dear Sirs: I have used considerable of your paint on both inside and outside work, and am well pleased with it. It is all you recommended it to be.

Yours truly,

GEO. A. ROSS, Proprietor.

Polesville, Md., April 7, 1882.

Dear Sirs: Several years ago I had some painting to do, and purchased half from you, and half from another party, to test which would stand the weather best, so when I built a new house I would get the best. I find yours stood much better than the ——— paint, and now desire that you will send me your present prices, bearing in mind that freights from New York to this point are very high.

Yours very truly

JOHN JONES.

THE UNION NATIONAL BANK.

D. M. MATTHEWS, President,

A. B. HARING, Cashier.

Frenchtown, N. J., April 17, 1883.

Gentlemen: Four years ago I painted my house with your paint. I found that two coats covered better than three coats of * * * * ready mixed paint, which they claim to be first-class, and judging from the price it should be. Your paint is almost as hard as a stone, and has not cracked or peeled off anywhere, while theirs never got near as hard, and yet became brittle and cracked off, and to-day, though it may seem like exaggeration, yours is just as nice as the day it was put on—clean, bright and glossy, instead of the dull, spotted, pock-marked, faded appearance of * * * * I would not, therefore, use any other paint than yours if I had only a small job that required but a single gallon. Please send me your latest samples and prices.

Yours, &c.,

A. B. HARING.

Office of the American Agriculturist,

New York, July 22d, 1878.

Dear Sir: I have used your paint upon outside work of my house, and can already see that the work done with it is superior to that done with the Lead and Oil Paint. I am much pleased with the paint, and wish now to try the pure white for inside work.

etc.

Yours truly.

HENRY STEWART, Editor.



APPLEDORE HOUSE.

Situated on the Isles of Shoals, ten miles off Portsmouth, N. H. Loughton Bros. & Co., Proprietors. Painted with H. W. Johns' ASBESTOS LIQUID PAINTS, Shade No. 58, *Oriental Drab*, trimmed with Shade No. 64, *Olive*.

Appledore House, Isle of Shoals, April 4th, 1883.

Gentlemen: We have covered our establishment with your Asbestos Paint, and feel pleased with it. It wears better than any white lead we have yet used.

Yours truly,

LAIGHTON BROTHERS.

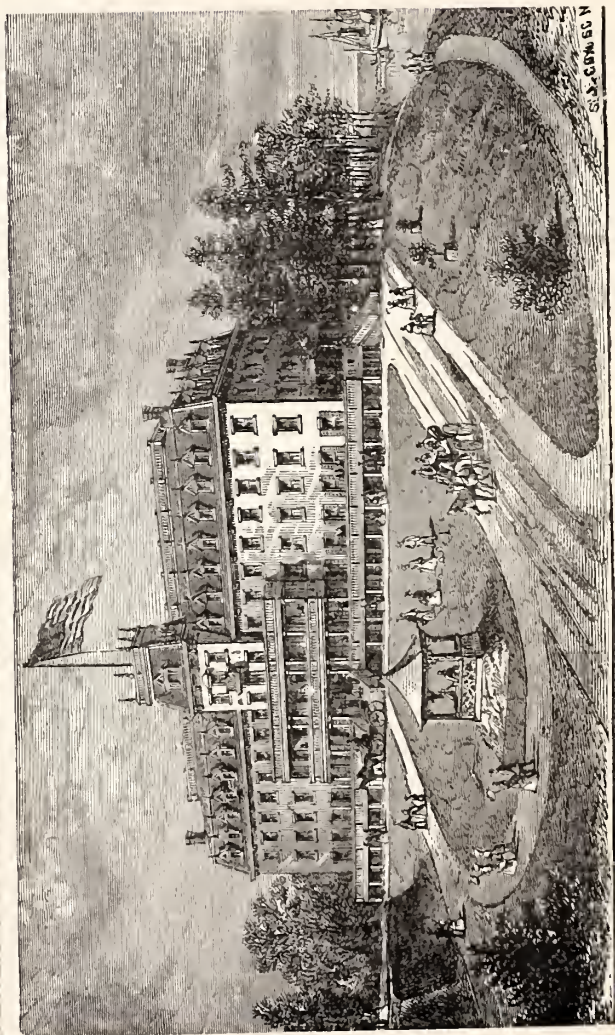
GENUINE PAINTS.

The number of bogus paint manufacturers in the country increases so rapidly that our readers cannot exercise too great care in making their purchases. To buy poor paint is the poorest economy. We have a case in hand where several thousand dollars worth of poor paint was used on public buildings within a few miles from our office, and which, in the course of a years' time, was nearly all washed off by wind and storms. The public officers who had charge of the matter bought the paint in good faith, but exercised a false economy in buying poor quality. In advertising paint we have invariably exercised great discretion and care, to which our long time subscribers will bear evidence. They have observed that for years we have not only advertised, but borne testimony to the great value of the liquid paints made by the H. W. Johns Manufacturing Company. Several gentlemen connected with our establishment have not only borne testimony to their value, but large numbers of individuals, who have purchased them through our advice, have expressed the greatest satisfaction with them. We now learn from this Company that they have just brought out some new colors, eight in all. We infer from the samples of these new colors, that they will not only be unique and attractive, but also most durable for farm houses and outbuildings, and buildings everywhere. The Company will also forward an accompanying circular, containing valuable information in regard to paints and the proper method of using them. A new feature of their business is to forward estimates of the amount which will be required to persons sending size of building to be painted.—*American Agriculturist*, May, 1883.

Cohocton, N. Y., April 30, 1880.

Gentlemen: I used your paint last year, and I think it the best ready-mixed paint I ever used—its covering qualities are unequalled.

A. H. WELD.



FORT POINT HOUSE, STOCKTON, ME.—WM. D. LEWIS, Proprietor.

THIS hotel is situated on Fort Point at the end of Cape Jellison, at the head of Penobscot Bay. Painted with H. W. Johns' ASBESTOS LIQUID PAINTS, Body, Shade No. 52, *Dark Olive Drab*, and No. 64, *Olive*, and trimmed with Shade No. 53, *Bronze Green*, with *Red* and *Navy Yellow* Roof Paint on Roofs.

Boston, March 16th, 1883.

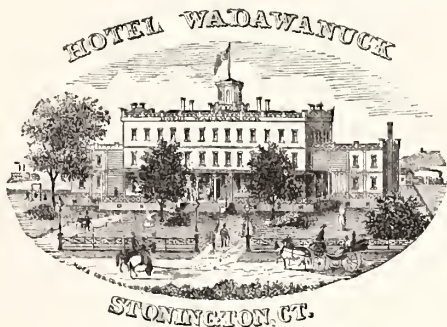
Gentlemen: Last spring I painted the exterior of the Fort Point House, Stockton, Me., with H. W. Johns' Asbestos Paints, and, upon examination this spring, I find it in first class condition, looking as good as new.

Therefore, I have no hesitation in saying that these paints are the best I have ever seen and would recommend them to all wanting a first class article.

The severe winter just passed and the exposed situation of the Fort Point House gave the paints a very severe test, out of which they came in perfect condition.

Respectfully yours,

WM. D. LEWIS,
Propr. Fort Point House.



C. A. LINSLEY, Proprietor.

Painted with H. W. Johns' ASBESTOS LIQUID OUTSIDE WHITE.

78 W. Baltimore St., Baltimore, Md., April 3d, 1882.

Gentlemen: I had my house in the country painted with your Liquid Asbestos Paint four years ago, and it looks as bright and glossy now as when first applied. I contemplate some alterations and will need more paint. Please send me your sample sheets and prices.

Respectfully yours,

FRED. W. WILD.

Austin Station, Texas, February 26th, 1883.

Dear Sirs: Please send me your latest catalogue and samples of colors. I have used a good deal of your paint and it gives good satisfaction in this climate.

Yours, &c.,

M. C. NUGENT,

New Orleans, January 13, 1878.

Gentlemen: I take pleasure in stating that the Asbestos Paints furnished by you, which I have used on the tow-boats of this company for some time past, are the best and *most durable* paints I have ever used.

Respectfully yours,

W. G. COYLE, President.



TRAPHAGEN HOUSE, GREENWOOD LAKE, N. Y.—L. Y. Jenness, Prop'r.

THIS Hotel is situated on Greenwood Lake, about forty miles from New York. Painted with H. W. JOHNS' ASBESTOS LIQUID OUTSIDE WHITE, and *Standard Green* for blinds.

Office of Allen Woolen Mills,
Hanover, P. O., Conn., November 28th, 1877.

Dear Sirs: I have now been using your Asbestos Roofing and Roof Paint for eight years. The Roofing is good, and the Paint answers a good purpose on tin roofs. I always keep it on hand, and apply it in warm weather, but find I have roofs which should be repainted at once, so you may send me one barrel of Roof Paint and fifty pounds Cement, by Norwich boat.

Yours truly, ETHAN ALLEN.

Saxonville, Mass., June 30th, 1881.

Gentlemen: I shall paint later and then order all together.

After five years' trial here and previous use elsewhere, with some knowledge of the trade, I consider H. W. Johns' Liquid Asbestos Paints immeasurably superior to lead and oil, and would use no other Paint by preference.

Yours very truly, H. A. BROWN.



STEVENS HOUSE, VERGENNES, VT.—S. S. Gaines, Prop.
Painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, Body, Shade 47, *French Gray*;
Trimming, No. 52, *Dark Olive Drab*.

South Windsor, Conn., April 16th, 1877.

Dear Sir: The Roof Paint I had of you in 1875 is perfectly satisfactory. I now have some fencing to paint, and would like your prices.

Yours, etc.,

JOHN N. KING.

Columbia, S. C., August 6th, 1881.

Dear Sirs: Enclosed find draft for amount of bill of July 11th.

I am very much pleased with your Paint; it works well under the brush, and covers splendidly. I have always been very shy of mixed paints, but shall use yours in future. Please send me by Charleston steamer. * * *

Very respectfully,

CHAS. NEWNHAM, House Painter, etc.



MAPLE GROVE HOUSE. PHILO PECK, Proprietor.

Palenville, Greene Co., N. Y.

Painted with H. W. Johns' Asbestos Liquid Paints, Shade No. 47, *French Gray*; trimmings, No. 46, *Light Drab*.

OFFICE OF ISAAC HALL,

MANUFACTURER OF AND DEALER IN ANCHORS AND CHAINS, AND PROPRIETOR OF
HALL'S BATTERY BATHS.

Office 124 Broad and 19 Front streets,
New York, March 29th, 1883.

I have used your Liquid Paints on my Floating Bath at the Battery, and can say it is far superior to any Paint in the market. Will stand the test of salt water, and looks as bright at the end of the season as when first painted. It is more economical in material, and saves time in mixing, and no waste. I am now painting a two-story house and two cottages in Sandsstreet, Brooklyn, with your Paint, and feel justified in recommending it.

Yours truly, ISAAC HALL.

GALVESTON CITY RAILROAD CO.

Galveston, Texas, September 22d, 1882.

Gentlemen: By mail of this date I send you photograph of our Beach Pavilion on which was used your Asbestos Liquid Paints, and I am pleased to advise you that same have given perfect satisfaction.

We contemplate erecting a large seaside hotel for accommodation of guests, summer of 1883.

Very respectfully, WM. H. SINCLAIR,
President.

ASBESTOS LIQUID PAINTS.—Last Spring we made a favorable mention of the Asbestos Liquid Paints after two years' experience with them. Now, after another year's exposure to the weather, we can confirm that report—indeed, we can see no appreciable change during the year, the surface remaining as hard and as free from "chalkiness" as before. The durability of the paints, as shown by our test, is well established. That they are easily applied, and "cover" well is shown by their use on elevated railroads, as the immense contracts for these roads would not have been made unless these important points had been satisfactorily shown. The makers claim, and with good reason, we think, that the covering quality of their paints is due to the fact, that after mixing them to produce the desired colors, they are again ground, and that this second grinding brings the oil and pigments into more intimate combination, and gives a uniformity of consistence not to be obtained by mere mixing. The paints are furnished of any desired shade or tint, and in condition to be applied at once without any previous preparation.—*American Agriculturist*, 1880.

Office of C. Gilbert, Starch Manufacturer,
Des Moines, Iowa, Sept. 23, 1883.

Dear Sir: * * * * * The Paints we have purchased from you, and the Packing and the Steam Pipe Covering have proved perfectly satisfactory.

Yours respectfully, C. GILBERT.

St, Augustine, Fla., Sept. 17th, 1883.

Gents: Please send me your price list, and latest color card of "Asbestos Paint."

* * * * * My cottage was painted with your Asbestos Paint three years ago, and is a standing advertisement of the goods, "known and read of all men."

Yours truly, JOSEPH BRAINARD.

CABLEGRAM.

Amsterdam Exposition, September 17, 1883.

JOHNS—New York. "You have been awarded Silver Medal."

(Signed) STIELJES.



THE NEW STEAMER CITY OF RICHMOND.

1000 tons. Capt. Wm. E. Dennison.

Owned by the Portland, Bangor and Mt. Desert Steamboat Co. Plies between Portland and Mt. Desert during season of pleasure travel. Both this and her companion boat, the "Lewiston," are painted outside with H. W. Johns' Asbestos Liquid White, and inside with Shade No. 43, *Light Olive Drab*, and *Inside White*.

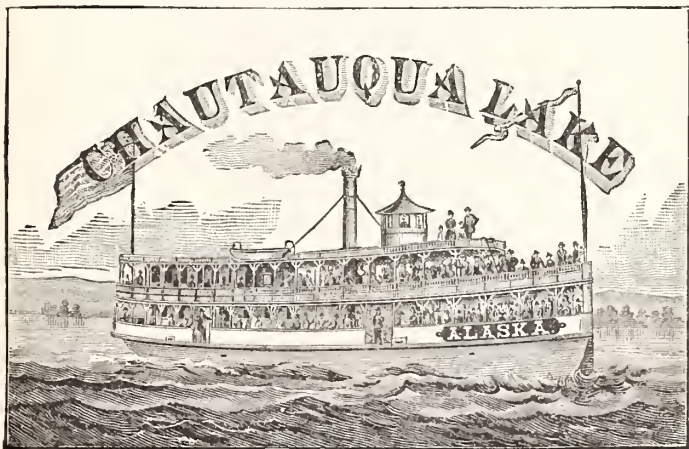
Office of The Portland and Machias Steamboat Co. }

Portland, Me., March 26, 1883. }

Gentlemen: Having used upon the Steamers "City of Richmond" and "Lewiston," the ASBESTOS LIQUID PAINTS manufactured by the H. W. Johns Manufacturing Co., I would say the same have given me satisfaction and proved to be as represented, and are particularly adapted for withstanding the action of salt water, and I can from experience recommend them to all parties in want of a first class paint ready for immediate use.

E. CUSHING,

Supt. Portland and Machias Steamboat Co.



STEAMERS.

JAMESTOWN,
M. A. GRIFFITH,

MAYVILLE,
ALASKA,

J. A. BURCH,
W. B. SHATTUCK.

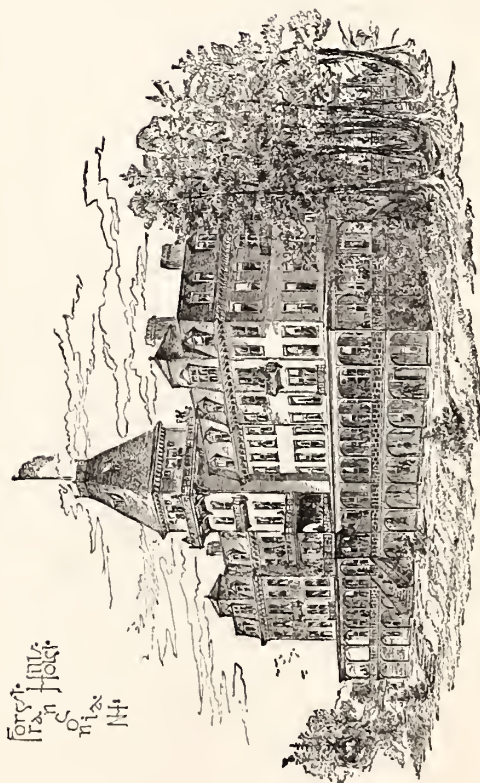
Chautauqua Lake Transportation Co.,
Jamestown, N. Y., June 17, 1882. }

Gentlemen: I wish to say that after two years' trial, this company is satisfied that your paints are the most economical for painting their boats and buildings.

This company have adopted the goods manufactured by you as standard, and use them exclusively.

Yours truly,

L. L. TRUE, Secretary.



Forest Hills
Hotel
Con-
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FOREST HILLS HOTEL, FRANCONIA, N. H.—Priest & Dudley, Proprietors.

Situated four miles from Bethlehem and four from Profile House, on summit of "Pine Hill."

Painted with H. W. JOHNS' ASBESTOS LIQUID PAINTS, Body Shade No. 52, *Dark Olive Drab*, and No. 64, *Olive* and trimmed with Shade No. 53, *Bronze Green*, with *Red* and *Navy Yellow* Roof Paint on Roofs.

FALSE ECONOMY.

There are many planes upon which the rich and poor must meet alike on equal terms, but until very recently they have not been placed upon an equal footing in the matter of decorating their homes, for the reason that those who must practice economy must be economical of their time, and cannot therefore look as closely into the merits of the article they use as those who can well afford the time to give the subject the attention its importance warrants, and who, after obtaining the desired information, almost invariably purchase the best, which, in the nature of things, is usually worth more nearly the price paid than the cheap article, which at best is only a temporary substitute. Especially is this true of paints—so many and so varied are the claims made by competing manufacturers who must sell their wares and who must sacrifice quality to meet the price of similar goods, that the user is at a loss to know how to determine which is the best for him to use, and finally, upon the principle that "paint is paint," or that as *all* are represented as being the best, he might as well take that which costs the least money per gallon, he gets an inferior article, and straightway expends upon its application a sum two or three times as great as the cost of the material, and in a year or two at most, finds he must paint again.

It is a well-known fact that the average cost of applying paint is from two to four times as much as the cost of the paint itself, and when this fact is taken into consideration it would seem folly to expend from \$50 to \$100 for labor in applying \$25 or \$30 worth of inferior paint which will have a satisfactory appearance, and, after a year or so, affords neither protection nor ornament, when the use of a strictly first-class paint which would cost 20 per cent., or say five or six dollars more, for sufficient to paint a small house, would insure a serviceable and always pleasing result for at least two or three times as long.

A cottage 20 by 45 feet, with verandah, will have a surface of about 3,500 square feet to be painted. This will require only sixteen or seventeen gallons of good paint to paint thoroughly two coats.

Without doubt, many who have had an experience with cheap paints, and who are deterred from keeping their houses well painted with handsome and enduring colors by the seemingly endless expense, will be glad to learn that the above statements and estimate can be safely relied upon. The H. W. Johns Manufacturing Company, who claim to be the most extensive manufacturers in the world of paints for structural purposes, announces the publication of a new illustrated pamphlet for free distribution which can be had by any one upon application, with samples of the colors and shades they manufacture suitable for the decoration of all classes of buildings, and giving much valuable information in regard to paints and the proper method of using them.

—*N. Y. Tribune, March 20th, 1883.*

The following among thousands of well-known
Transportation and Manufacturing Companies,
Hotels, &c., have our Paints in use.

Northern Pacific Railroad.
Atchison, Topeka and Santa Fe Railroad.
Delaware, Lackawanna and Western Railroad.
Panama Railroad.
New London Northern Railroad.
Central Vermont Railroad.
Naugatuck Railroad.
New Haven and Northampton Railroad.
New York, Providence and Boston Railroad.
Northern Railroad of New Hampshire.
Maine Central Railroad.
Eastern Railroad.
Texas and Pacific Railway.
Atlantic and Pacific Railway.
Philadelphia and Reading Railroad.
Connecticut River Railroad.
New York and New England Railroad.
Richmond & Danville R. R.
Douglas Axle Manufacturing Co., East Douglas, Mass.
Stonington Line Steamers.
Steamer Wilkes-Barre.
Howe Scale Co., Rutland, Vermont.
E. & T. Fairbanks & Co., St. Johnsbury, Vermont.
Colorado Coal and Iron Co., Colorado Springs, Colorado.
Arnold Print Works, North Adams, Mass.
Freeman Manufacturing Co., North Adams, Mass.
L. L. Brown Paper Co., Adams, Mass.
Renfrew Manufacturing Co., Adams, Mass.
Geo. H. Gilbert Manufacturing Co., Ware, Mass.
Otis Co., Warc, Mass.
Oakdale Co., West Boylston, Mass.
Whitin Bros., Whitinsville, Mass.
Lucius Moses, Marcellus, New York.
Crossinan House, Alexandria Bay, New York.
Coleman House, Asbury Park, New Jersey.
Graylock House, Adams, Mass.
Florida House, St. Augustine, Florida.
Cable's Hotel, Coney Island.
Feltman's Hotel, Coney Island.
Sea-Side House, Rockaway.
Bay View House, Shelter Island, N. Y.
Charles A. Cheever, Esq., Crest Wave, Rockaway, L. I.
North River Construction Co.
Estate of A. T. Stewart, Garden City, L. I.

ROOF, RAIL ROAD and SEA SIDE

PAINTS.

THESE PAINTS are prepared ready for use, and we claim them to be better and more economical paints than have ever before been offered to the public for similar purposes. They were originally designed for preserving TIN AND OTHER ROOFS, *Iron Work, Gas Holders, Steamboat Decks, etc.*, but are now also extensively used for *rough wood work*, such as *Out Buildings, Fences, Floors, Railroad Buildings, Bridges, Freight Cars, etc.*, and are especially adapted for *Ships, Boats*, and wood and iron work in contact with salt or fresh water. They possess a more elastic body than any other paints ever produced, and are less liable to injury from abrasion or other hard usage. They are supplied in seven colors, Brown, Red, Yellow, Gray, Buff, Slate and Cream White. One gallon will cover 400 square feet, one coat. See Sample Cards.

HINGHAM, Mass., April 2, 1881.

GENTLEMEN:—Two years since we applied to the roof of the Hotel Nantasket two coats of Johns' Red Asbestos Roof Paint. Upon examination at this time I find it in splendid condition, and seemingly as good as when first applied.

It has an excellent body, and holds its color well. I have no hesitation in stating that your paint is the best for the purpose that I have ever seen, and will cheerfully recommend it to all interested.

It may be well to add that a severer test could not be given your paint than on the roof of our hotel, exposed as it is on the sea coast to the most trying weather.

Yours respectfully, WM. J. NELSON, Supt. Nantasket Co.

Nantasket Beach, Mass., Nov. 1st, 1882.

Gentlemen: The "*Clarendon Exchange*" and the "*Wayside Café*," were destroyed by fire early on the morning of the 25th ulto. The buildings destroyed were built entirely of wood. On account of the wind being from the North and blowing almost a gale, my buildings, which were within forty feet of the fire, were completely at its mercy, but through hard work were saved. The roof of my hotel, the "*Vine Café*," was painted with Johns' Asbestos Roof Paint, so that when the burning brands lodged upon the roof they only stayed a moment, rolling off and doing no damage whatever.

Yours truly,

EDWARD O'CONNOR, Prop'r Vine Café.

1858.—TWENTY-FIVE YEARS—1883.

NEW YORK, JUNE 1st, 1883,

A quarter of a century having elapsed since the establishment of our business, it is gratifying to us to be able to announce that our goods in every line—Paints, Roofing, Steam Pipe and Boiler Coverings, Steam Packings, etc., have each a larger sale than any other competing article or material for similar purposes known, and as the main object we have always had in view has been to produce only the best article of its kind, we add with pride that our goods everywhere command higher prices than any others for like uses, it having been demonstrated in hundreds of thousands of instances, that they have proven more economical than the cheap goods with which the market is so bountifully supplied.

Our manufactures are in regular use in all parts of Europe and South America, and the foreign demand is increasing as rapidly as we are able to supply them, while in this country they are as widely and favorably known as are any products of machinery.

Our manufactories are the most extensive and complete of any in this country or abroad for similar purposes, and we shall continue to make only goods of the best quality which can be produced by the most perfect machinery, from the best materials known for the purposes required.

That the cost of such goods must be somewhat greater than that of inferior articles is evident, but we assert, without fear of contradiction, that ours are the most economical, *i. e.*, they cost less money in the end, owing to the great durability and saving in repairs and renewals, while the greater satisfaction in the use of a good article which perform its functions perfectly, is alone a most important element of economy.

We have just completed additions in buildings and machinery, by which we have again (the seventh time in nine years) fully doubled the capacity of our paint works, and our present facilities for the production of thoroughly made and *finished* first-class paints are greater than those of any other manufactory in the world.

We therefore trust we shall be able to fill orders for "Asbestos" Liquid Paints more promptly than heretofore, and with the intention of deserving it, we confidently anticipate the continued and increasing patronage of those who have had occasion to learn in many ways that the purchase of the best article for practical uses is true economy.

H. W. JOHNS MANUFACTURING CO.,
87 MAIDEN LANE, NEW YORK,

Sole Manufacturers of H. W. Johns' *Genuine* Asbestos Liquid Paints,
 Roofing, Steam Pipe and Boiler Coverings, Wick Packing, Mill Board,
 Building Felt, Fire-Proof Paints, Coatings, Cements, &c., &c.

H.W. JOHNS' **ASBESTOS** **LIQUID PAINTS**

— CAUTION. —

AS is not unusual with an article of merit, the enviable reputation of H. W. JOHNS' ASBESTOS LIQUID PAINTS has tempted imitators to use the name "Asbestos," which we have made so widely known in connection with our paints and other materials, and we find it necessary to caution purchasers against misrepresentations, and to see that the name "H. W. Johns" with our trade mark

ASBESTOS

is on every package.

Also, please note our address: 87 MAIDEN LANE, N. Y.

H. W. JOHNS MANUFACTURING CO.,
SOLE MANUFACTURERS.



HCW JOHN'S

ASBESTOS

LIQUID
PAINTS

